

Message Text

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45

ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 COME-00 CIAE-00 INR-10 NSAE-00

RSC-01 STR-08 DODE-00 DRC-01 /057 W

----- 119012

R 291018Z JAN 74

FM AMEMBASSY BONN

TO SECSTATE WASHDC 0005

C O N F I D E N T I A L BONN 1503

REF: C-ER-Y-57806

FOL SENT ACTION BONN INFO BERLIN FROM FRANKFURT DTG

281406Z JAN 74 REPEATED FOR YOUR ACTION/INFO.

QUOTE:

C O N F I D E N T I A L FRANKFURT 0599

E.O. 11652: GDS

TAGS: EGEN

SUBJECT: COMMUNIST CAR SALES IN WESTERN GERMANY

REF:BONN 964; STATE 10606

1. TITLE OF ARTICLE REFERRED TO IN ABOVE
CITED TELEGRAMS APPEARS TO OVERSTATE THE IMPACT OF
COMMUNIST CAR SALES IN WESTERN EUROPE AND
PARTICULARLY ON WESTERN GERMANY.

2. THE FUTURE IMPACT OF EASTERN EUROPEAN AND SOVIET
UNION CAR SALES IN WESTERN GERMANY WAS SEEN AS
MINIMAL BY THOSE AT THE VERBAND DER AUTOMOBILE-
INDUSTRIE (AUTOMOBILE INDUSTRY FEDERATION) IN
FRANKFURT AND NO STUDIES WERE PLANNED ON THE SUBJECT.
CONVERSATIONS WITH OPEL ALSO REVEALED THE SAME
REACTION WHERE IT WAS EMPHASIZED THAT COMMUNIST CAR
SALES WERE COMPLETELY INSIGNIFICANT AND NO
COMPETITION WAS EXPECTED. SKODA OF CZECHOSLOVAKIA
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HAD THE ONLY MAJOR INCREASE IN SALES AND HAVE

ESTABLISHED A CENTRAL DISTRIBUTION ORGANIZATION, SEMEX,
IN MUNICH. THEIR SALES HAVE DOUBLED IN THE LAST YEAR
BUT AT 8681 FOR JAN-OCT 1973 ARE STILL CONSIDERED
INSIGNIFICANT.

3. A TOTAL OF 7908 CARS: 388 SOVIET, 4323 CZECH,
3186 POLISH, AND 11 YUGOSLAVIAN; WERE IMPORTED IN
1972 ACCORDING TO THE BERBAND DER AUTOMOBILEINDUSTRIE.
FOR THE PERIOD JAN-OCT 1973 A TOTAL OF 11,305;
582 SOVIET, 8681 CZECH, 1309 POLISH, 603
YUGOSLAVIAN AND 30 RUMANIAN WERE IMPORTED. NO IMPORTS
WERE MADE FROM THE DDR.

4. A MUCH SMALLER NUMBER OF THESE CARS, HOWEVER,
WERE REGISTERED (ZULASSEN) WHICH OCCURS ONLY WHEN THEY
ARE SOLD. ROUGHLY 6,140 WERE REGISTERED FOR THE PERIOD
JAN-OCT 1973, 0.3 PERCENT OF THE TOTAL NUMBER OF CARS
REGISTERED IN GERMANY FOR THE PERIOD. HARLAN.
UNQUOTE. HILLENBRAND

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Message Attributes

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